ORIGIN/ACTION

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L	FBO	AID
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MC	G/PM	S/P
1	1	1
AGR	COM	FRB
	10	
INT	LAB	TAR
TR	XMB	AIR
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ARMY	CIA	NAVY
3	10	5
OSD	USIA	NSA
3	10	3
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DEPARTMENT OF STATE

AIRGRAM

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DEF 12-5 Jordan

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1966 MAY 2 AM 6 38

TO : Department of State

INFO: Amman, Baghdad, Beirut, Cairo, Damascus, Jerusalem, London, Paris, DOD/DIA, CINCSTRIKE, MEAFSA POLAD

FROM : Amembassy TEL AVIV

DATE: April 28, 1966

SUBJECT : Report of French Missiles for Jordan

REF :

JOINT STATE-DEFENSE MESSAGE

Enclosed is the full text of an article appearing in the daily Maariv on April 22, filed from Paris by the paper's correspondent Uri DAN. It alleges considerable official French perturbation over loss of an aircraft sale to Jordan, Saudi Arabia, and other countries and says the French are trying to recoup in terms of influence and money by encouraging French industrialists "directly and indirectly" to sell air-to-air Matra missiles to Jordan, of the very same type that Israel has announced it will equip its own air force with.

DALE

(SS/1)

Enc: As stated.

DEPARTMENT OF STATE A/CDC/MR

REVIEWED BY S. Duncan Peters DATE 9/1/98

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Clearances: Coordination: DATT: Col Perna (draft)

the French. They are pleased with the publicity which is given these deals and gladly agreed with the Israeli request to publish the acquisition of the air-to-air missiles (that deal had been kept secret in accordance with Israel's request), in the same way in which they published the sale of Superperlon Helicopters to Israel ten months ago. It is good publicity for their product

The Director of the company producing the helicopters, "Sud Aviation", will arrive in Israel to watch the aeronautical display on Independence Day, together with an honorable French delegation. According to him, one can see in Israel "a flight of French aircraft which only comes short in number to the flight of Soviet aircraft on the Day of the Revolution on the Red Square in Moscow".

He will arrive in Israel directly from India, where the French have given the Indians a concession to assemble a hundred helicopters of the type "Alouette". The spokesman of the company told your correspondent this week that following the sale of the "Superperlones" to Israel, South Africa also applied to France and signed an order for these helicopters. He added that next year the company would send to Israel "Superperlons" adapted to the transportation of 42 passengers, which will go into service in France. The company is willing to supply to Israel such helicopters, at a price of five million Israeli pounds each, in order that it may be tried out from a commercial point of view on the airline Tel Aviv-Haifa, for instance. This is the biggest helicopter of the IDF and also the biggest of the air forces of Western Europe. It is capable of carrying twelve and a half tons.

The strengthening of the Israeli Air Force with such modern equipment proves to what extent France is willing to continue helping Israel in that field.

Israel enjoys in France great appreciation because of technical and operational skill. One may say that no commander of a foreign air force who comes to France enjoys such cordial and wide relations with members of the French Air Force and the French aeronautical industry as the Commander of the Israeli Air Force, Ezer Weizmann. The French say: "During the eight years of his service as Commander of the Israeli Air Force, and before that during two years, including the Sinai period, Weizmann has tried out all our planes. He knows their advantages and shortcomings perhaps better than any of our own Air Officers. And we continue to produce aircraft...which you will most probably need."

Translation: FSL:MRavor

Lebanon has ordered in France such missiles as well as a dozen MIRAGES. From the operational point of view, three countries besides France so far have these missiles: Israel, Australia, and South Africa. These missiles enjoy the full confidence of the French Air Force, following tests and manoeuvers conducted in France and in the Sahara. During these tests the French used unmanned airplanes as targets for the missiles, and the Matra missiles in fact completely destroyed the aircraft. The experts of the Matra company constructing the body of the missiles, and the Dassault company supplying the electronic guiding equipment, claim that it is the best of its kind in the world.

Technical difficulties with Lebanon.

In addition to the Matra missiles, Lebanon bought in France also the ground radar equipment for the effective operation of these missiles. The Radar installations on the ground assist the Mirages to meet the enemy plane up to such point where the radar instrument on the Mirage locates the enemy plane and then launches the missile towards it. The missile, having an electronic head, is flying on the radar beam towards the target. Since the Matra missile is equipped with an infrared head it does not need the radar beam, but guides itself by means of the heat waves emanating from the engines of the enemy aircraft.

Therefore, on both sides of the Israeli-Lebanese border, the Air Forces are equipped with the same type of aircraft and missiles. However, the French have soon discovered that, in order to penetrate the Arab markets, they must overcome not only the difficulties of financing but also technical difficulties. After the contract with Lebanon was signed, and it became necessary to discuss technical steps, it became clear that, according to the French officials, "there was no one to talk to", because in Paris there was not one Lebanese representative having any technical understanding of the subject. Finally, since no reply came from Beirut, the French found that they had to discuss the technical details in connection with the missile production with the Lebanese Embassy in London and not in Paris. That, of course, did not disturb the French.

They also opened negotiations with Kuwait and hope that there, where money and oil flow like water, they will not be disappointed.

SUPERPERLON Helicopters for Israel

In all these efforts of the French to find markets for their aircraft, Israel has a place of honor. Until 1968, i.e., within the next two years, the French industry, which employs a quarter of a million workers, will suffer from a serious crisis -- until the CONCORDE aircraft and the common British-French fighter plane AKAT (?) go into production. The Israeli orders, which are on a purely commercial basis, enjoy therefore the appreciation of

FRANCE PROPOSES TO SELL TO JORDAN AIR-TO-AIR MISSILES

Maariv, April 22, 1966
by Uri Dan, Paris Corres.

Whoever thought that the French shrugged off the failure in their negotiations regarding the sale of MIRAGE fighters to Jordan, is in error. Even before the news was announced that the Americans have promised to supply Starfighters to the Jordanians, the French Government has already taken steps in various spheres, internal and external, in order to continue their effort in penetrating the Arab markets.

A French personage, who has for many years been engaged in such deals, told your correspondent this week that, when the French Foreign Ministry learned that the chances of selling "Mirages" to Jordan are slimming, contrary to expectations, it turned to the French Defense Ministry with the request to check and see what could be done in order to save the deal. Complaints were heard that some of the officials who handled the negotiations did not give the matter their wholehearted support. Things got so far that Defense Minister Pierre Mesmer saw fit to ring up some of his senior officials and ask them whether they did not put on purpose obstacles in the way of executing the deal.

Now that it has become clear to the French that they cannot compete with the Americans by "granting" airplanes at half the price, and after their failures in the arms deals with Saudi Arabia, Jordan, and other countries, a reorganization of all Government offices dealing with negotiations about the sale of aircraft to foreign countries was decided upon. Officials were removed, and still are being removed, from their posts and replaced by others, in an effort to give new momentum to the sale of French aircraft to whoever wanted them.

French Missiles for American Aircraft.

The same French personage further revealed that the French Authorities are not satisfied with that. Now that the supply of American planes to Jordan has been agreed upon, the French Foreign Ministry is showing signs of renewed initiative and is encouraging French industrialists, directly and indirectly, to sell air-to-air missiles to Jordan of the very same type that Israel announced this week it was equipping its air force. The French are thus trying to sell the Jordanians air-to-air missiles of the Matra type for the American aircraft. The motivation of the French is mainly political, but one cannot ignore the military implication of the French willingness to sell to the Jordanians these excellent missiles. In this connection a French representative will soon go to Amman and will try to persuade the Jordanians to acquire these missiles.